

**SF Small Business Summit**

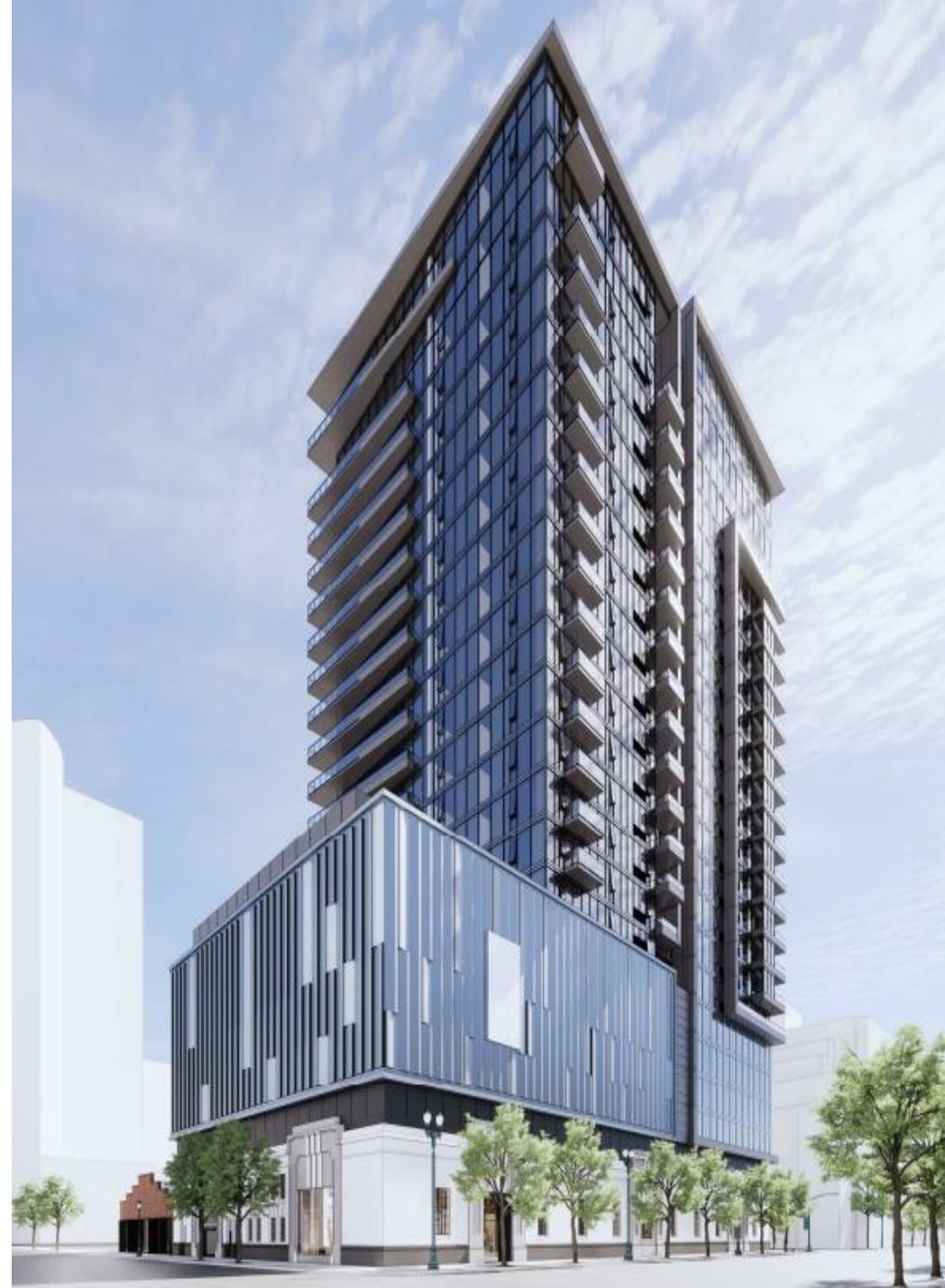
# **LOCAL BUSINESS ENTERPRISE (LBE) OPPORTUNITIES WITH PRIMES**

SWINERTON, NIBBI, WEST YOST

# Swinerton Subcontracting Opportunities



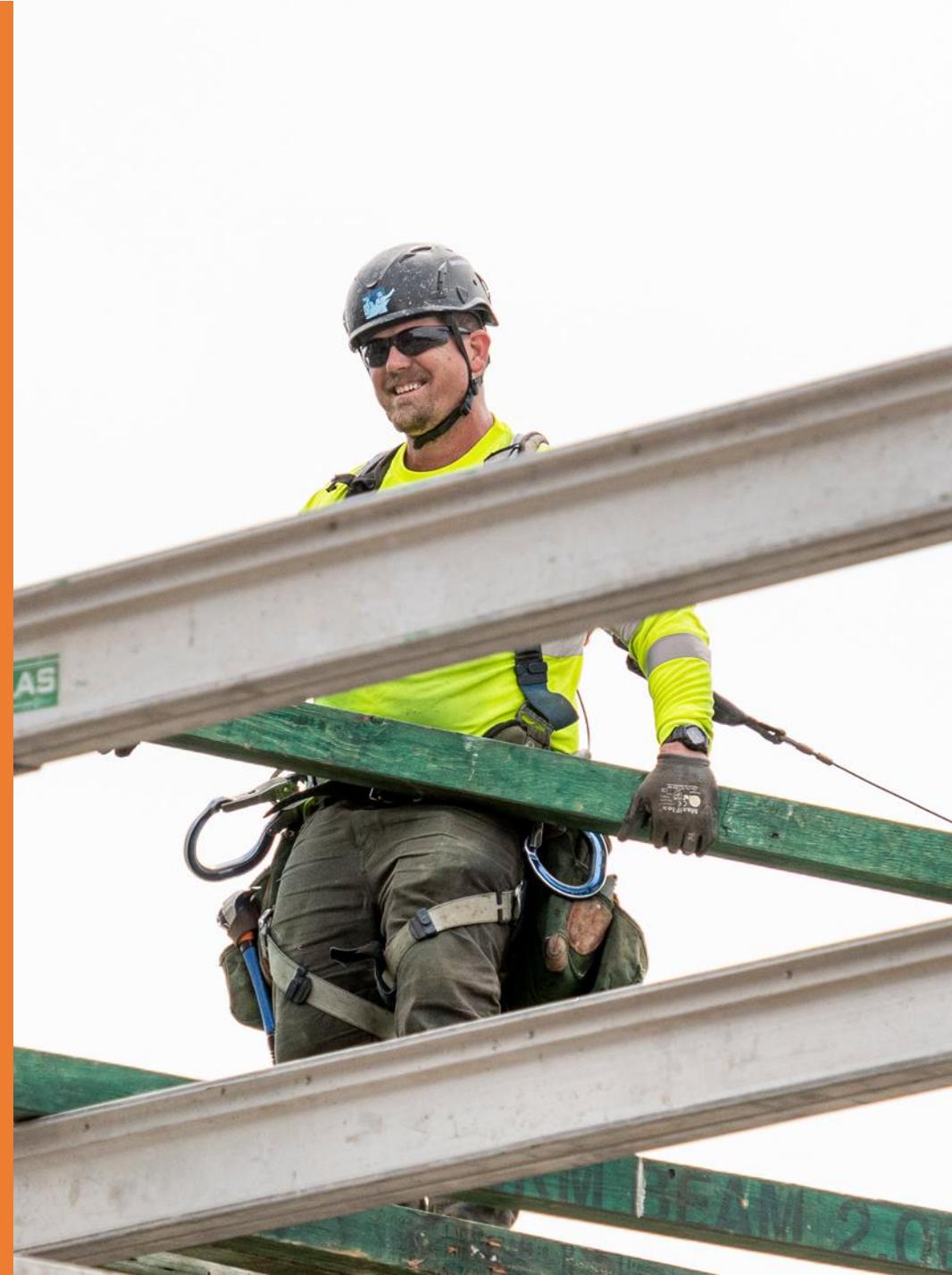
SWINERTON



# AGENDA

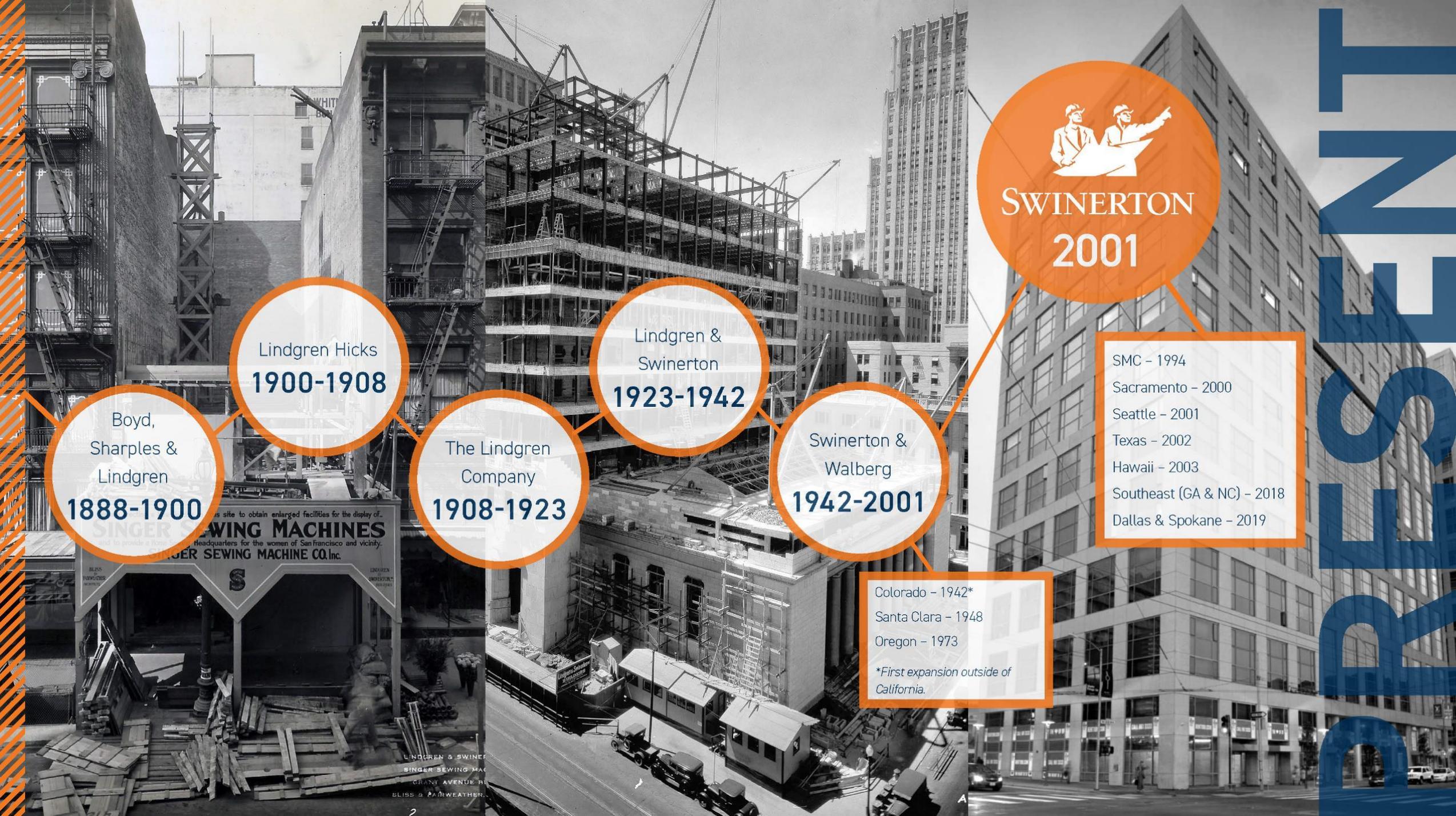


- 1 SWINERTON HIGHLIGHTS
- 2 PREQUALIFICATION
- 3 OUTREACH GOALS
- 4 PROJECT REQUIREMENTS
- 5 OPPORTUNITIES



# SWINERTON HIGHLIGHTS





  
**SWINERTON**  
**2001**

- SMC - 1994
- Sacramento - 2000
- Seattle - 2001
- Texas - 2002
- Hawaii - 2003
- Southeast (GA & NC) - 2018
- Dallas & Spokane - 2019

**Swinerton & Walberg**  
**1942-2001**

- Colorado - 1942\*
- Santa Clara - 1948
- Oregon - 1973
- \*First expansion outside of California.*

**Lindgren & Swinerton**  
**1923-1942**

**The Lindgren Company**  
**1908-1923**

**Lindgren Hicks**  
**1900-1908**

**Boyd, Sharples & Lindgren**  
**1888-1900**

... site to obtain enlarged facilities for the display of...  
**SINGER SEWING MACHINES**  
... Headquarters for the women of San Francisco and vicinity.  
**SINGER SEWING MACHINE CO. Inc.**

LINDGREN & SWINERTON  
SINGER SEWING MACHINE CO.  
GRANT AVENUE  
BLISS & PARWEATHER

# TARGET MARKETS



Aviation



Parking Structures



Multi-Family Residential



Gaming



Healthcare



Adaptive Re-Use



Hospitality



Life Science



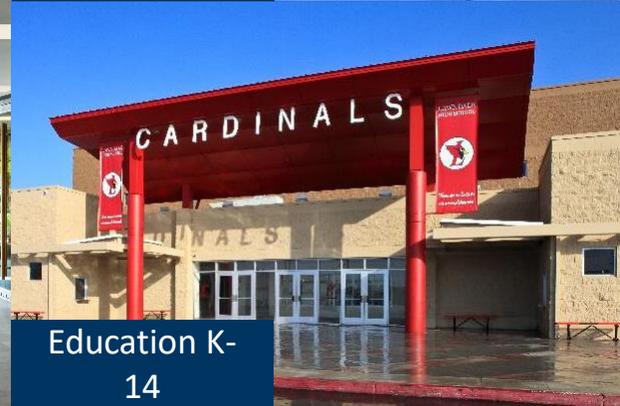
Office



Higher Education



Tenant Improvement



Education K-14

# PREQUALIFICATION





# PREQUAL



- Any **Subcontractor** working for Swinerton, or interested in working for Swinerton, must be prequalified in order to be awarded a contract.
- Prequal application is submitted online
- Supporting documents submitted via electronic upload
- **New Subcontractors:** Use link on our website to access application
- **Renewing Subcontractors:** Email [subcontractorprequal@swinerton.com](mailto:subcontractorprequal@swinerton.com) for a unique link and password
- All subcontractors must renew annually to keep prequalification status active



# PREQUAL



## FINANCIAL

Income Statement, Balance Sheet, Line of Credit Letter



## CONTRACTOR'S LICENSE

California



## INSURANCE

General Liability, Worker's Compensation



Form W-9



## BONDING

Letter of Bondability



## SAFETY

EMR, OSHA Forms



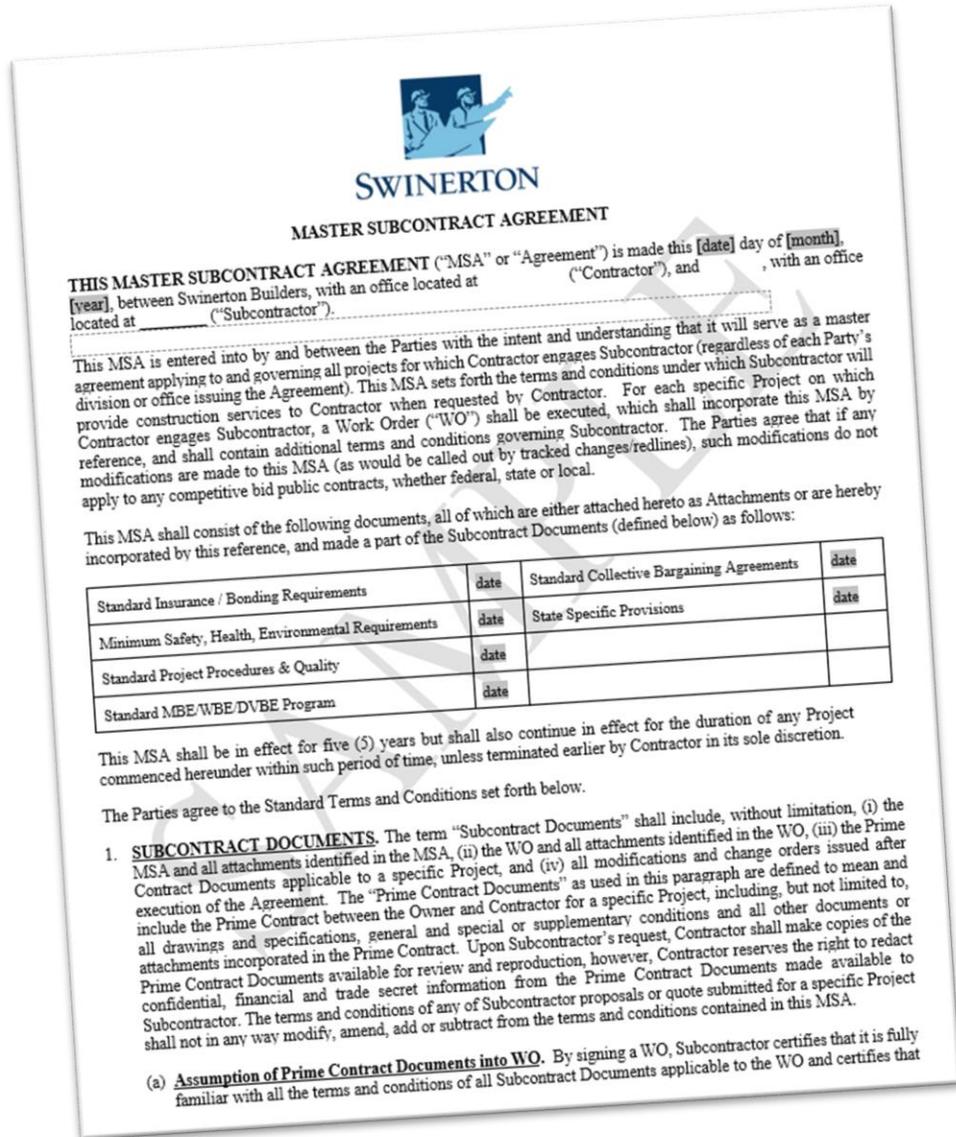
CERTIFICATIONS – LBE, SBE, MBE, WBE, DVBE, etc.

# MSA



- Master Subcontractor Agreement (MSA) Streamlines & Simplifies process of getting to Contract, Easier and Faster via Work Order (WO)
- One MSA, Eligible for All Swinerton Projects and In All Regions / States, through Multiple Work Orders
- MSA Good for 5 years
- Sample MSA & WO + Attachments:

<https://swinerton.com/subcontractors/subcontract-sample-agreements/>



# WEBSITE

[www.swinerton.com](http://www.swinerton.com)



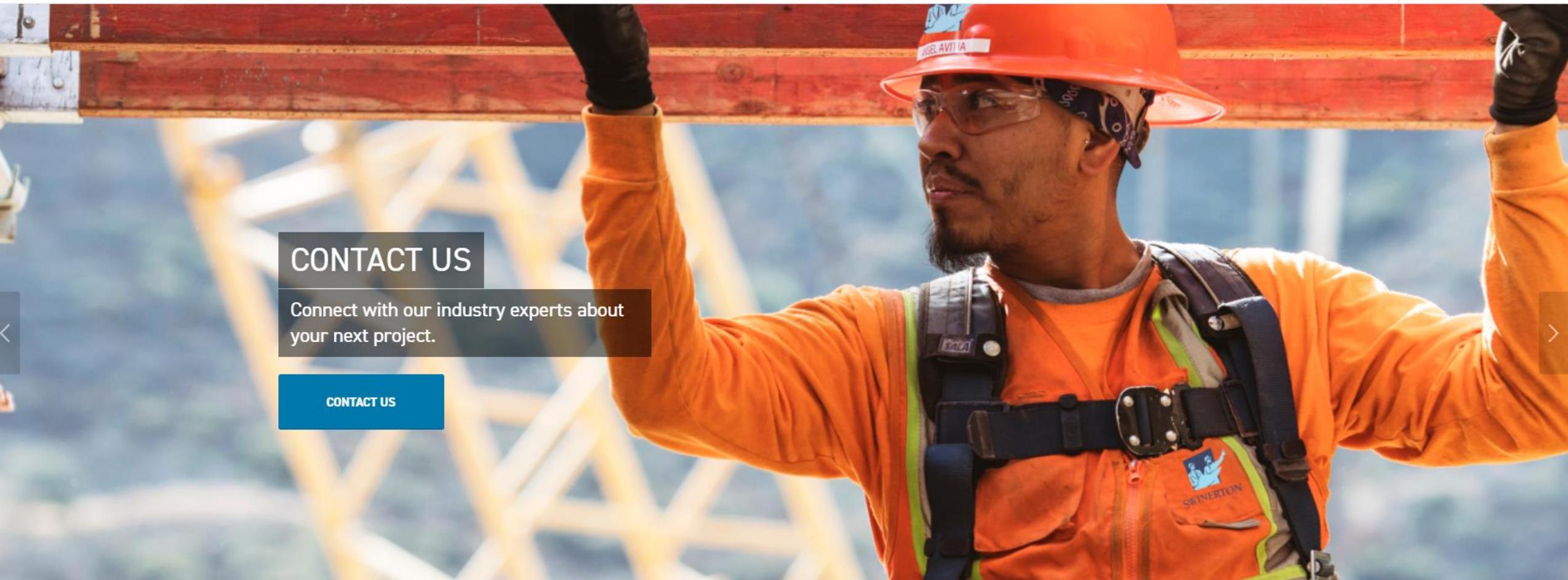
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## CONTACT US

Connect with our industry experts about your next project.

[CONTACT US](#)



### USEFUL LINKS

[CMiC CollabCenter](#)

[Podcasts](#)

[Press Contacts](#)

[Subcontractors](#)

[Swinerton Internal](#)

[Verification of Employments \(VOE\)](#)

### FROM OUR BLOG

[Swinerton Announces New Downtown Honolulu Address to Accommodate Growth and Expansion](#)

[Swinerton's New LA Office Maximizes Special Projects Expertise](#)

[Concrete Contractor Unveils New Brand, New Services](#)

[Daniel Camin Promoted to Special Projects Division Orange County & Los Angeles Operations Manager](#)

### GET IN TOUCH

### CAPTCHA

I'm not a robot   
reCAPTCHA  
[Privacy](#) - [Terms](#)



Welcome Swinerton Partners! This portion of our website is designed to facilitate information sharing between Swinerton and our subcontractor community.

These links are intended to assist our subcontractors in finding detailed information on prequalification, our current bids, and downloads of common forms you will need for your projects.

If you have any questions please feel free to contact us: [subcontractorprequal@swinerton.com](mailto:subcontractorprequal@swinerton.com)



[CURRENT BID OPPORTUNITIES](#)



[SUBCONTRACT SAMPLE AGREEMENTS](#)



[SUBCONTRACTOR PREQUALIFICATION](#)



[CONTRACTOR CONTROLLED INSURANCE PROGRAMS](#)



[SWINERTON LABOR AGREEMENTS](#)



[BIM 360 TRAINING FOR SUBCONTRACTORS](#)

# VENDOR DIVERSITY PROGRAM





## DIVERSITY & INCLUSION

It is the project's intent to **MAXIMIZE** certified business participation

### Certifications Desires:

- Local Business Enterprise (LBE)
- Minority Business Enterprise (MBE)
- Women Business Enterprise (WBE)
- Disadvantaged Business Enterprise (DBE)
- Disabled Veteran Business Enterprise (DVBE)
- Small Business Enterprise (SBE)
- Other Business Enterprise (OBE)

# DIVERSITY OUTREACH



Swinerton believes that a strong workforce is one that is diverse and inclusive, and we know that developing teams that are diverse in experience, background, and thought has kept us on the leading edge of innovation for decades. We are committed to Fair Employment Practices, and Swinerton provides Equal Employment Opportunities for minorities, females, veterans, people with disabilities, and disabled veterans.



## CORPORATE COMMITMENT

Swinerton is strongly committed to promoting and increasing participation of small, minority, women, veteran, and disabled veteran business enterprises in all of their purchasing and contract business.

Our goal to award at least 20% of subcontracting and supplier volume to these valued partners is proudly maintained across all divisions.

## BENEFITS

Helps Firms Achieve Long-term Success  
Enhance Competition  
Provide Real Opportunity



MBE/WBE/DBE/DVB/SB Subcontracting &  
Supplier Goal Across all Divisions

## KEY FOCUS AREAS

### Community

Community involvement is key to a successful outreach effort. Swinerton values open honest communication and will seek feedback from the community on what works as well as ways to better serve them. By engaging the community early and often through project specific outreach events and participation in community meetings and events, we strengthen our overall inclusionary efforts.

# INCLUSIONARY APPROACH

### Education

Swinerton provides technical assistance and education to inclusive businesses. Developing and strengthening the skills and abilities of inclusive businesses helps businesses build capacity. Our support and mentoring programs help ensure the continued success of those firms, well beyond the duration of the current project.



### Resources

Swinerton provides inclusive businesses with the resources needed to achieve success. From prequalification to bonding and financial assistance, we are there every step of the way to support our inclusive business partners.

### Opportunity

Swinerton structures bid packages in a way that maximizes inclusive business participation. We provide opportunities that are realistic and accessible to these businesses. Creating the right opportunities will open the door for inclusive businesses to be successfully utilized.

### Commitment

The commitment to utilizing inclusive businesses runs throughout Swinerton. This commitment is not a "box to be checked" but rather a mentality adopted by every member of our team. Together we can make an impact and ensure we are stimulating our inclusive business communities.

# PROJECT REQUIREMENTS



# Billing

- **TEXTURA**

- Internet-based construction invoicing and payment
- Subcontractors can electronically sign/submit their pay apps
- Payments are made electronically via Automated Clearing House
- Offers complete visibility throughout the draw process and notifies user of critical events
- Web-based, no software to install
- Free training & support

- **WHAT DOES IS COST?**

- 0.22% of contract value
- Minimum - \$50
- Maximum - \$2,500
- Sub-tier subcontractors - \$100



# Safety

- **SWINERTON HAS A HIGH LEVEL OF SAFETY STANDARDS**
- Require an EMR of 1.25 or less
- Make safety TOP priority
- We plan to have **ZERO incidents** on our projects
- **All site safety requirements must be completed within 10 days of Notice of Award**
- A checklist of site specific safety requirements will be sent out with notice of award



# OPPORTUNITIES



# SUNNYDALE HUB

An architectural rendering of the Sunnydale Hub project. The image shows a cluster of modern, multi-story buildings with large windows and flat roofs. The buildings are surrounded by green spaces, trees, and walkways. A street labeled "SUNNYDALE AVE" is visible in the foreground, with a green-painted bike lane. The overall scene is bright and sunny, suggesting a pleasant urban environment.

PROJECTED START: SUMMER  
2022

MARKET: CIVIC, EDUCATION,  
MASS TIMBER

BID DATE: SEPT/OCT 2021



# 921 HOWARD

PROJECTED START: NOW

MARKET: AFFORDABLE HOUSING,  
MULTI FAMILY HOUSING

BID DATE: SEPT 2021 (BID GRP 5)

# DUBLIN PARKING GARAGE



PROJECTED START: JAN 2022  
MARKET: PARKING STRUCTURE,  
HARD BID – BEST VALUE  
BID DATE: AUG/SEPT 2021

# TECHNOLOGY CLIENT, SOUTH BAY

PROJECTED START: ONGOING  
MARKET: TENANT  
IMPROVEMENT, OFFICE, SITE &  
CIVIL  
BID DATE: BUY-OUT ON-GOING

# TRANSBAY BAY BLOCK 2



PROJECTED START: FALL 2023  
MARKET: AFFORDABLE HOUSING,  
MULTI FAMILY HOUSING, MASS  
TIMBER  
BID DATE: BUDGETING

# THANK YOU



Mick Penn – [mpenn@swinerton.com](mailto:mpenn@swinerton.com)  
510-514-5396



[www.swinerton.com](http://www.swinerton.com)

October 6, 2021

## San Francisco Small Business Summit



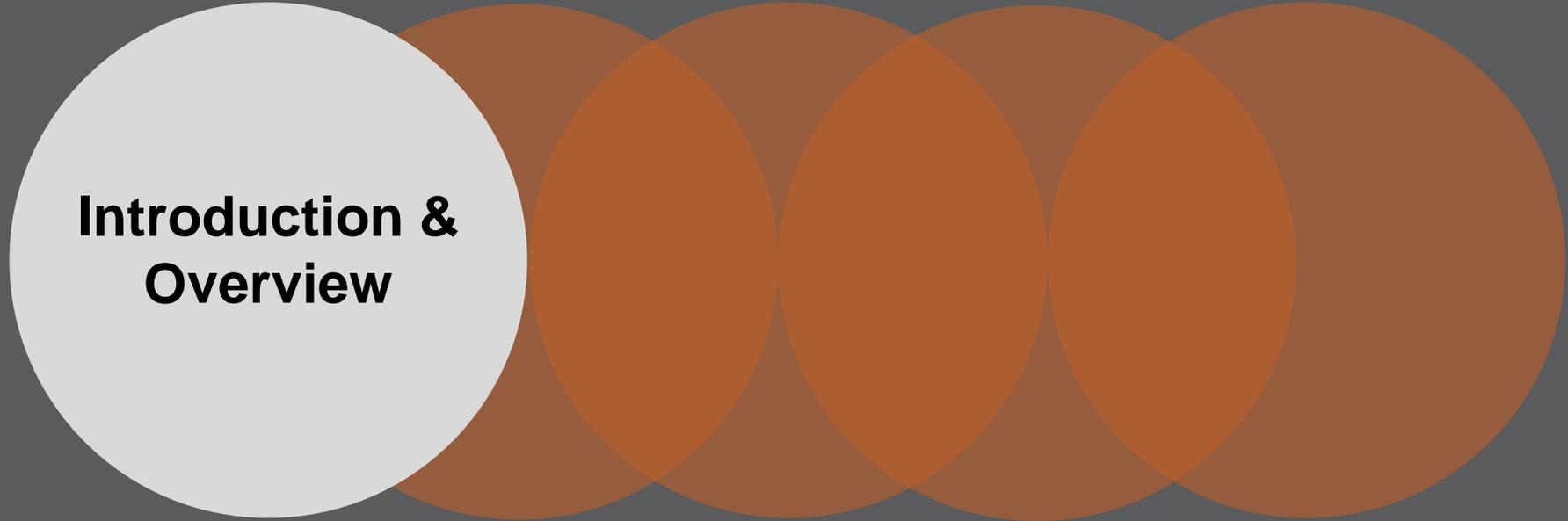
nibbi

# AGENDA

- **Nibbi Brothers General Contractors  
Introduction and Overview**
- **Prequalification Process**
- **Upcoming Bids and Projects**



1





# INTRODUCTION

Nibbi has been constructing technically complex, iconic structures in the San Francisco Bay Area since 1950.

- 300+ full-time employees
- 2019 revenue: \$ 350M / 2020 revenue: 414.5M
- Project size up to \$150M
- ENR Top 400 Contractor



# MISSION STATEMENT

Our mission is to serve our clients and community by building safely with integrity, innovation and quality. To fulfill this mission, we actively encourage the following core values:

## CORE VALUES

- Safety
- Honesty & Integrity
- Client Focus
- Social Responsibility
- Financial Stability
- Opportunity
- Family Culture



## STRATEGIC PARTNERSHIP

Nibbi strives to maximize opportunities for local, small, minority-owned, and woman-owned business participation on all of our projects.

We work regularly with a number SLBE/LBE/MBE/WBEs and are always looking for new contractors to partner with.

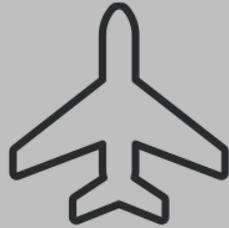
Some of the trades that we work with include: Trucking, Security, Final Clean, Drywall, Electrical, Fire Protection, and more.



# CORE MARKETS



COMMERCIAL



CIVIC



COMMUNITY BASED / EDUCATION



MULTI FAMILY / STUDENT HOUSING



SEISMIC / HISTORIC



HOSPITALITY



STRUCTURAL CONCRETE



WATERFRONT

2



**Prequalification  
Process**



# PREQUALIFICATION PROCESS

## **Step 1:**

Any Subcontractor conducting labor over \$350k on a project for Nibbi Brothers, or interested in working for Nibbi Brothers, must be prequalified in order to be awarded a contract

## **Step 2:**

Prequal application is submitted online via TradeTapp by Building Connected

## **Step 3:**

Supporting documentation submitted via electronic upload

## **Step 4:**

All subcontractors must renew their Safety and Financials annually to keep prequalification status active

## PREQUALIFICATION PROCESS

- Financials
  - CA Contactor's License
  - Insurance
  - Form W-9
  - Bonding
  - Safety
  - Certifications
- 
- For questions about prequalifying with Nibbi Brothers, please contact  
Jacqueline Leiva  
Precon & Estimating Coordinator  
via email, [JacquelineL@nibbi.com](mailto:JacquelineL@nibbi.com)



3

**Upcoming  
Bids &  
Projects**

# UPCOMING BIDS & PROJECTS

## Treasure Island C3.1



**Project Start: March 2022**  
**Project Bid: November 2021**

**nibbi**

# UPCOMING BIDS & PROJECTS

## Sunnydale Blocks 3A & 3B



**Project Start: June 2022**  
**Project Bid: February 2022**

**nibbi**

# UPCOMING BIDS & PROJECTS

## Hunter's View Block 14



**Project Start: June 2022**  
**Project Bid: February 2022**

**nibbi**

## UPCOMING BIDS & PROJECTS

### Hunter's View Block 17



**Project Start: June 2022**  
**Project Bid: February 2022**

**nibbi**

# UPCOMING BIDS & PROJECTS

## Hunter's Point Shipyard, Block 56



**Project Start: July 2022**  
**Project Bid: April 2022**

**nibbi**

## UPCOMING BIDS & PROJECTS

### Hunter's Point Shipyard, Blocks 52 & 54



**Project Start: October 2022**  
**Project Bid: May 2022**



# UPCOMING BIDS & PROJECTS

## 4200 Geary



**Project Start: August 2022**  
**Project Bid: May 2022**

**nibbi**

# UPCOMING BIDS & PROJECTS

## Mission Bay Block 9A



**Project Start: May 2022**  
**Project Bid: November 2021**

**nibbi**

Q & A



James Dees [jamesd@Nibbi.com](mailto:jamesd@Nibbi.com)

*benefits of small businesses  
pursuing City contracts as prime  
proposers or subconsultants.*

## Les Chau

Manager: Contracts, Projects, Business Development



1. Certified LBE – Expectations from the City and Business Partners
2. Primer on contract opportunities published by City and other resources;
3. The importance of relationships with partner businesses (teaming) and City staff;
4. Understanding the procurement processes in various City divisions;
5. The importance of business strategy, branding, and positioning;
6. The importance of developing a winning strategy for each business pursuit;
7. Careful analysis of RFQs and/or RFPs for responsiveness and a smart decision process on bid or no-bid; and
8. How to develop and tailor qualifications to respond to RFQs and teaming requests.



# CONTRACTING OPPORTUNITIES

WITH THE SAN FRANCISCO PUBLIC UTILITIES COMMISSION



UPDATED: 8/2/21



Contractors Assistance Center  
Access. Compete. Perform.